

Shipping MANAGEMENT



Packing

Transport

Handling

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DECEMBER, 1971



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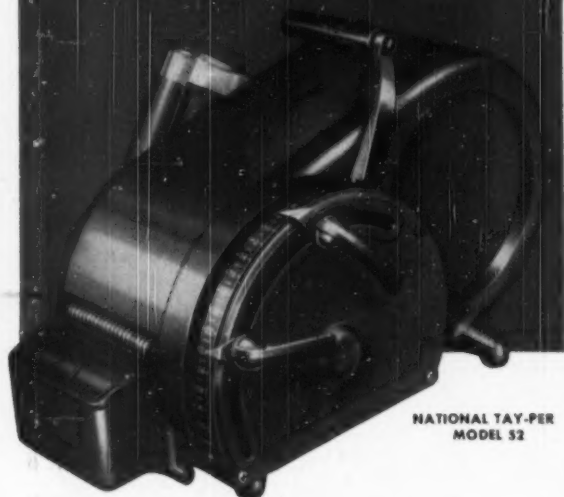
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L. C. L.

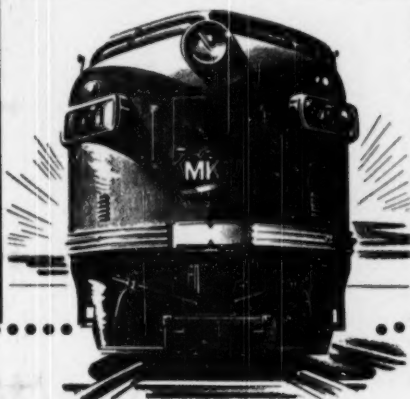
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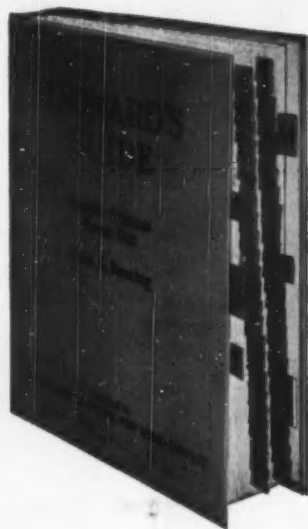
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MODEL S CUTS 3/4" . . . \$100.00

MODEL N CUTS 1" . . . \$100.00

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MARSH STENCIL MACHINE COMPANY, 75 MARSH BLDG., BELLEVILLE, ILL., U. S. A

SHIPPING MANAGEMENT DECEMBER, 1930

Packing

A Punch... By S. Jr.

ORDERS for military packaging requirements are beginning to move into manufacturers' hands in increasing quantity, particularly for specialized fiber board containers, trade sources disclosed recently.

Exact volume for the balance of this year was placed at roughly 10 per cent of peak production reached near the end of World War II. A growing volume of overseas shipping containers and waterproof preservative packaging of the fiber board variety developed during the World War is expected to be produced throughout the coming year, it was said.

Particular significance was attached to the Air Force order issued last month requiring producers of important parts and equipment to package at least half their military supplies in overseas, preservative containers. The percentage on orders for other branches of the services is expected to be even higher.

It is now clear that the highest quality will be a primary requirement in all military packaging. This standard, together with emphasis on preservative containers, is in line with planned development of highly mobile forces equipped for action in any part of the world and under any climatic conditions.

In addition to first-class overseas containers, it is expected that large quantities of fiber board will be used on the wider variety of new combat ration kits, both for current use and for storage. These kits, notably different from those of World War II, are broadly classified as combat, assault and survival packs.

They will range from small pocket-size battle kits to large packs weighing up to fifty pounds, designed for airborne operation and beachhead supply, or for dropping to units cut off by enemy forces.

★★★

Prospects that the paper industry would be spared other than nominal or voluntary controls are dimming in the light of current conditions, it was indicated last month by National Production Authority and industry sources according to a report in the N. Y. Times.

The conditions having direct influence on the question of controls for the industry are these:

1. The serious turn of the Korean war, bringing more serious effort at building defense and probable stepping up of mobilization procurement. Universal importance of paper, both in civilian and military packaging, shipping and other uses, would give further demand heavy impact under the present tight state of supply.

2. Steadily rising prices of paper and paper products, spurred by heavy

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DECEMBER, 1950

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SYLVAN HOFFMAN
Editor

JOSEPH H. FRIEDMAN
Managing Editor

W. L. NOELLE
Western Manager

STANLEY R. KERMISH
Eastern Advertising Manager

ROBERT M. HOFFMAN
Advertising Director

E. B. MEYER
Production Manager

V. M. SASSI
Subscription Manager

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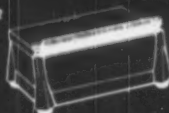
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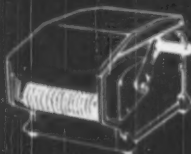
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We are very interested in unusual sealing problems. If you have such a situation, send us the particulars and we will be happy to analyze the difficulties and advise you accordingly.

**Illustrated are a few of the many dispensers
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Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES
425 FOURTH AVENUE, NEW YORK 16, N. Y.

DECEMBER 1950

VOLUME 18

NUMBER 12

Packing For Export

Captain Mount Defines The Make-Up Of A Package
Able To Withstand The Rigors Of Overseas Travel

By JOHN MOUNT, Manager

New York Marine Service Department
Insurance Company of North America
New York City, New York

FOR MANY YEARS export shippers have been confronted with the problem of how to pack for export.

Unfortunately there are no hard and fast rules or set of rules that can be set down for every exporter to follow. Some time ago I tried to write a definition of the perfect export shipping package and the best I could do is as follows:

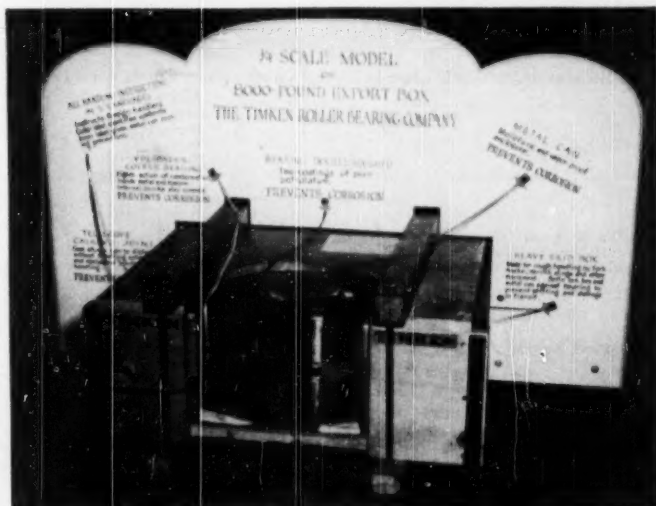
A strong nevertheless light container that first, protects the contents from the elements,

from thieves, and from intransit hazards of handling, stowage and storage; second, will not break, leak or fall apart; and above all, third is inexpensive.

Unless the package in which the exporter ships his products meets the above requirements, the exporter does not stay in business long. This is true even if

(Continued on Page 24)

At right: A prize-winning export box. As the poster points out The Timken Roller Bearing Company's bearing is double slushed with two coatings of pure petrolatum, then wrapped in VPI paper to prevent corrosion and fight action of condensation inside metal enclosure. Another corrosion preventative is the metal can acting as a moisture and vapor-proof enclosure. The heavy skid box is made for rough handling by fork trucks, derrick swings and other equipment. All handling instructions are imprinted on the box in 5 languages. Third Prize Winner at the recent SIPMHE Exposition in Philadelphia.



Traffic Manager Plays Key Role In Military Preparedness

AS THE DEFENSE CRISIS continues and partial mobilization gets into full stride, shipping, packing and transportation loom ever more importantly in the preparedness picture. Before long every transportation medium will be forced to stretch its facilities to the utmost limits in order to service increased demands. More freight cars are being added and many more will be needed, with carrier traffic managers responsible for routings which will assure the greatest use in the shortest possible period. Already airlines are being forced to take older model planes out of storage for cargo purposes, while newer planes are being used to transport military personnel and equipment. New ships which have been on the ways for several years are being

gobbled up for cargo and troop transport purposes as soon as they are launched. The "mothball fleet" of cargo vessels is being put into seaworthy shape along with the fighting vessels. Trucks are already carrying a far greater volume of goods than they have ever transported before. Every available truck of the many produced since the end of World War II will be used as preparation gets into full swing.

On the industrial side the picture is just as active. Industries will be expected to continue to fulfill civilian demands at only a somewhat reduced volume below the present peak levels, while at the same time supplying the enormously mounting military needs. Existing

(Continued on Page 25)



SOME DUTIES OF THE INDUSTRIAL TRAFFIC MANAGER

Major areas of business in which he is either directly involved or for which he renders specific services include:

Accounting
Legal
Manufacturing
Purchasing
Receiving
Sales
Shipping
Warehousing

How he is connected with these areas of business:
Usually Directly Involved:

SHIPPING. Route and rate guides, Freight classification, Loading, pooling and handling, preparation of bills of lading.

RECEIVING. Loss and damage claims, Inspection of faulty loading, Control of inbound routing, Expediting receipt of goods.

WAREHOUSING. Assists in procuring space, Engages in distribution studies, and streamlines materials handling arrangements.

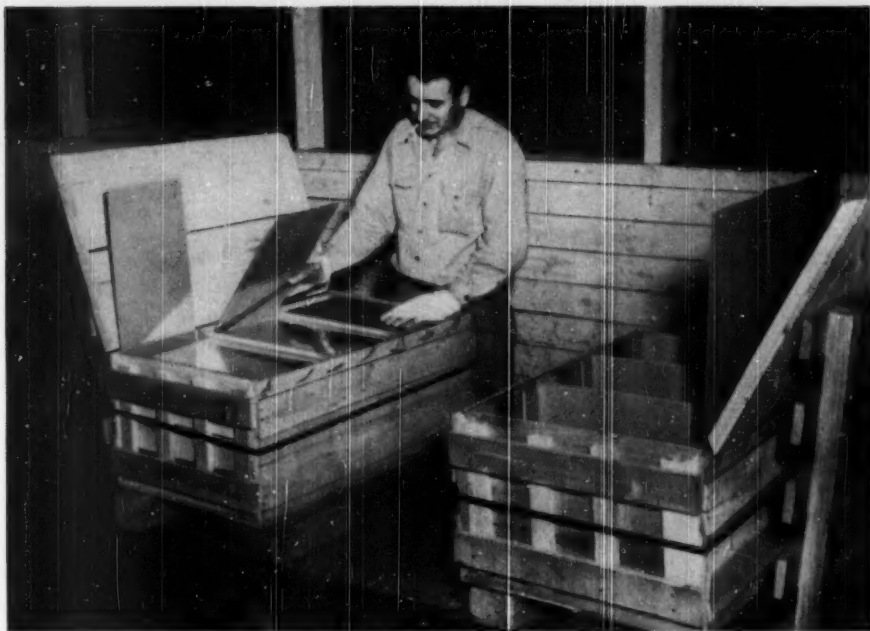
Renders Specific Services:

PURCHASING. Gives advice on FOB terms, Tells best routes for purchase orders, Purchases shipping supplies.

SALES. Increases profits by routing to reduce costs, Gives special assistance to customers, Arranges contacts with shippers.

MANUFACTURING. Helps determine plant and department locations for efficient traffic operation, Gives advice on manufacturing end of materials handling problems, Handles intraplant trucking control.

The Traffic Manager also helps the **LEGAL** department by providing data for actions which involve traffic aspects, and the **ACCOUNTING** department by auditing freight bills, handling overcharge claims, making credit arrangements, and giving advice on FOB terms.



More than 800 pounds of 18" x 11" sheet glass is in the wirebound box at the left in the plant of the Pittsburgh Plate Glass Co. at Clarksburg, W. Va. The corrugated paper interior packing, to prevent scratching and chipping, is being folded into position prior to folding shut the lid of the wirebound shipping box.

Method Of Packing Sheet Glass Eliminates Breakage In Shipping

Pittsburgh Plate Glass Co.

UP TO HALF A TON of sheet glass is packed and shipped in a single box by the Pittsburgh Plate Glass Co. with practically no reports of breakage or other damage due to container failure.

Scientific engineering of wirebound boxes of various sizes used to carry the fragile and heavy concentrated loads is largely responsible for the enviable packing and shipping record.

The manufacturing firm, which receives the glass cut to various sizes, specifies that it be packed in wirebound boxes specially designed for the purpose and requiring a minimum of protective interior packing. Over 30 different size boxes are used for sheet glass loads weighing up to 1,100 pounds. All are identical

in design, except for size, and constructed on the same engineering principles.

Three Assembled Parts

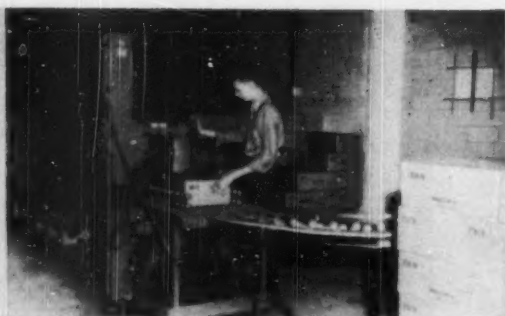
Like most other wirebound containers, the boxes consist of only three easily assembled parts—a one-piece wirebound "mat," comprising the four sides of the box, and the two strongly constructed ends. The containers are received by the Pittsburgh Plate Glass Co. disassembled with the "mats" flat and bundled and the ends bundled separately. Thus, hundreds of boxes can be stored in a minimum of floor space before use.

A box is easily assembled in only three man-minutes.

(Continued on Page 27)



Orders are started through processing at the Shulton, Inc. shipping room in Shelton, New Jersey, with addresses stencilled to box, and bottom stitchers forming finished box.



At the end of the shipping and packing process a package stapling machine provides closure for completed order.

Large Numbers Of Small Packages Are Rapidly Processed In Shipping Room

By ALBERT KESHEN
Shulton, Inc.,
Clifton, New Jersey

PALLETIZATION AND CONVEYORIZATION are the chief features of the small package shipping operation of Shulton, Inc., Clifton, N. J. manufacturers of perfumes and toilet preparations. Considerable success has been obtained in the employment of hand and power trucks in conjunction with the rest of the materials handling system.

Producing esthetic merchandise which caters largely to feminine tastes, Shulton stresses cleanliness and beauty in every phase of its operations. The motif of beauty combined with efficiency is carried out in every aspect of the structure which houses the manufacturing as well as the packing and shipping facilities. The low modern gray building stretches out imposingly alongside a state highway adjacent to the Erie Railroad. Grounds are neatly landscaped and the reception foyer is both exquisitely decorated and spaciouly efficient in appearance.

Materials Converge For Packing

The Shulton Plant is so designed that all materials converge finally at the filling and packaging rooms on the first floor, with easy access from these rooms to the adjacent stock and shipping sections. Manufactured products come down from processing rooms on upper floors through pipes to the filling machines. Cartons arrive via chute. All the streams of traffic converge on 12 filling lines. In the case of products to be packaged

singly, the filled bottles, tubes, or boxes (such as those which contain dusting powder) are cased at the end of the filling lines. Each of these lines feeds into a moving conveyor that runs along the wall of the filling room and carries the goods into the stock and shipping areas.

Pallets Tied By Forks Lifts

Loading is done by a conveyor roller belt system. From the production lines corrugated boxes go on gravity roller conveyors to the shipping department in the basement. They are placed on palletized boards with a uniform size of 48 by 40 inches.

Loose stock is stored in bins, then moved on conveyor belts around them, leading to the packers' table. Then it is placed on another belt, weighed, marked and sealed on conveyors. It moves along to unit-packed orders from adjacent pallets. Loose material is packed on a roller conveyor. It is then weighed, power stapled and stencil marked.

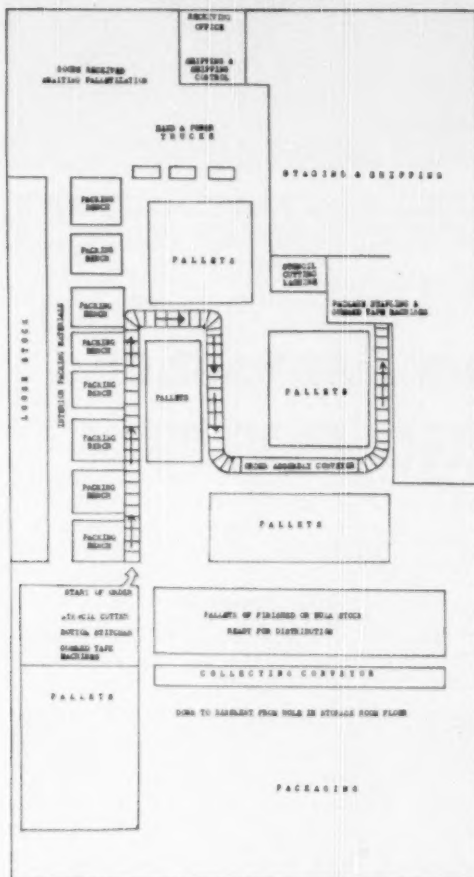
Conveyor Roller Belt Loading

Fork lift power trucks are used on the shipping floor to tier pallets awaiting shipment, and placed in storage. Motor-lift trucks are used for transferring pallets of packed merchandise. The power truck is of the open-rack variety, usually 14 to 16 pallets on a truck, with about 2,000 pounds to a completed pallet. Use of the palletized packs, together with power trucks,

has cut loading time for 14 pallets to a mere 16 minutes, whereas formerly it had taken two to three hours.

Breakage and pilferage have been eliminated since Shulton began to employ the palletizing system, as pallet packages are strapped either with steel strapping or "Scotch" brand filament tapes.

SHIPPING AND PACKING FLOOR, SHULTON, INC.



Approximate lay-out of the Shulton Company's small package processing shipping floor. Note extensive conveyerization and palletization. Wherever possible the operation has been mechanized, thus reducing an original crew of 60 men to the present one of 30.

Shulton's sends its shipments to branch warehouses via either ship-truck load or freight car loads. Palletized unit packs go to Los Angeles via steam ship, to Chicago via truck. Many CTL and LCL orders are sent out directly to customers.

Use of the mechanized materials handling system, pallets, conveyors and power trucks has cut need for manpower in the packing and shipping operations of Shulton from about 60 men to the present number of 30.



D. H. Dominic's

**"LISTEN,
Mr.
Traffic
Manager"**

NOTHING IS MORE discouraging for a traffic or shipping manager than to have to deal with and answer for, inane routing instructions specified by persons who have no knowledge whatsoever of shipping or transportation.

Most irritating of these offenders, strangely enough, are the secretaries within the Traffic Managers own organization, particularly those assigned to executives and those in sales or sales service departments. There are legions of examples, if they were brought to light, where large promotions have gone sour, dealers have been lost and any number of business casualties incurred because the intervention of the secretary has caused a shipment to become lost or delayed. Unfortunately, the actual blame has been placed on the Traffic or Shipping Department.

The trouble usually arises because the secretary, trying to be efficient, takes it upon herself to specify the routing on shipments which her superior is anxious to get out. The secretary's superior, in all probability, instructs her to have an order written up covering shipment of certain advertising or promotion materials to a distant dealer for a promotion or sales program which is taking place in the near future. Being Miss Efficiency herself, the secretary feels that the material must be rushed out by the fastest method in order to arrive on time. Knowing that air is generally a fast method of transportation, our Miss Efficiency then proceeds to fill in her own routing, ultimately arriving at a concoction that would stump even the best of Traffic experts.

Acting partly in self defense and partly to insure a logical yet economical method of transportation, the shipping department, when it gets the order, normally and of necessity, alters the routing at least enough to make it understandable and in practically all instances, more practical.

However, if this shipment, through the normal hazards of transportation, fails to arrive at destination in time, it is the Traffic Department that is called on themat. The Traffic Department is blamed for not making the shipment as specified. It matters not that the original and undecipherable routing would have delayed the shipment even more. The Traffic Department is stupid and incompetent! It is a losing battle as are so many of the problems in transportation. Had the shipping department made the shipment as originally specified and delay resulted they would have been called stupid for not changing it.

(Continued on Page 26)



Typical of Minne-Paul's modern handling methods is the use of electric conveyor belts to speed up "in-factory" loadings, with corresponding savings in over-all shipping costs.



Minne-Paul warehouse space is ample for consolidating individually small shipments into volume lots. Incoming and outgoing trucks are handled at the docks on the left, and more than 600 feet of trackage, to facilitate multiple-car loadings, parallels the warehouse on the right.

LCL-LTL Shippers Association CUTS SHIPPING COSTS

THERE'S A NEW shipping group in Minnesota's twin cities Saint Paul and Minneapolis, and it's proving a way for the area's small shippers to trim the high costs of LCL-LTL shipping.

Sparked by the Minneapolis Chamber of Commerce, the new group is called Minne-Paul Shippers Association, Inc., and its operation is designed to help small shippers, while proving at the same time that cities themselves can use the plan to induce commercial expansion by erasing the discriminatory shipping rates which have long been the burden of less-than-carload quantity shippers. The pooled-shipment plan admittedly isn't new, but its application under the joint sponsorship of the Twin Cities, as a project of their combined chambers of commerce, is being closely watched by other cities throughout the nation. And their attention is deserved.

Saves As Much As 50%

Minne-Paul, in the first nine days of operation after its opening in the last week of July, is saving its members as much as 50% of their former shipping costs. During those first nine days, 300,000 pounds of goods were shipped, at a net saving of \$4,000 to shippers. At the end of five weeks of operation, Minne-Paul was shipping a weekly average of 200,000 pounds, more than three carloads of individually-small shipments, with the same ratio of cost reduction.

It isn't surprising, therefore, that the four original

members of the association have been joined by more than 30 additional shippers in less than two months.

Non-Profit Basis

Organized on a completely non-profit basis, Minne-Paul's membership requirements are quite simple. The small shipper wishing to take advantage of reduced shipping rates has only to deposit a \$25 working account with the association. This money, refundable in full any time the shipper withdraws membership, is used to pay gross shipping charges as soon as they are incurred, within the 48-hour due period. Then, in from three to seven days, the total charges are broken down on a pro rata basis, and the individual shipper billed for his percentage of the carload shipment. When the bill is paid, his membership account deposit is again credited with the full \$25, ready for use at his next shipment.

Shipping arrangements for members are made with equal simplicity. Each Monday morning all association members are contacted, their shipping requirements for the week listed and heavy freight movements planned.

A glove manufacturer, for example, may have half a dozen cartons to ship to Springfield, Illinois on Tuesday, a dozen cartons consigned for Friday shipment to Kansas City, and another dozen on the same day for the Seattle area. Another shipper may have somewhat similar amounts of hairdressing supplies consigned to

(Continued on Page 18)

100,000 Items Easily Handled

In Mail Order Company Warehouse

Sears Roebuck and Co.
Greensboro, N. C.

HOW WOULD YOU LIKE to be responsible for handling 100,000 different stock items in a single building?

That's the problem of C. O. Jenkins, general manager of the half-million square foot mail order installation of Sears, Roebuck and Co. in Greensboro, N. C.

From the one structure, Sears fills mail orders for the entire area within 250 miles of Greensboro. In addition, 20 retail stores and 26 order offices in four states, Virginia, North Carolina, South Carolina, and Tennessee, are supplied from the one point.

Variety is not the entire problem, Jenkins points out. The nature of the operation is such that turnover cannot be predicted too closely, and the warehouse must be geared to extraordinary changes in volume.

Sears opened the plant three years ago, in May, 1947. It knew that only mechanized handling would make the extensive operation feasible, so the warehouse was designed for it. To handle about 15 carloads of merchandise a day, assure prompt delivery to anxious

customers, and provide level stocks for retail stores, Sears uses 16 industrial trucks. This is a small number of units for the many chores and distinctive problems concealed beneath a smooth-working system.

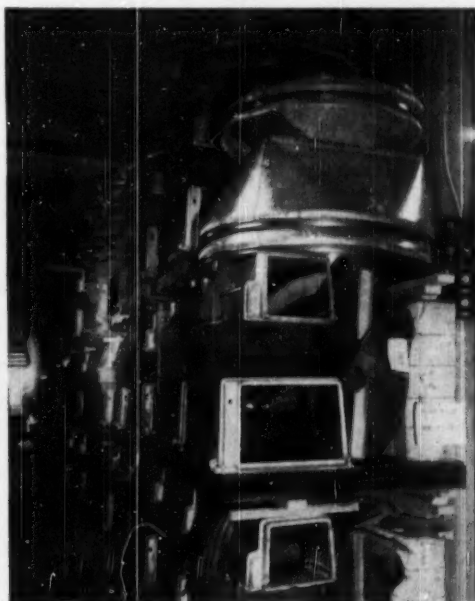
Jenkins cites as a major accomplishment the exceptional amount of available space actually used for storage. Out of 604,145 square feet, 484,102 square feet are devoted to the building's prime purpose. This is in excess of 80 per cent.

The general manager notes that because of palletization, used wherever possible, narrow aisles—10 to 12

(Continued on Page 30)



When the special abilities of a fork lift truck are not necessary, Sears often turns the job over to trailer trains hauled by electric-powered tractor. Bedsprings, which stack readily without pallets, are a good example. Unpalletized items are stored far from rail and truck docks and long trip by fork trucks would be wasteful.



Which Side Is Up?

Improbable as it sounds, Sears even palletizes bulky furnaces, an item ill-shaped for mechanical handling if there ever was one. But picture shows that palletization of them is an actuality. Technique was developed by the company for use in its giant mail order warehouse at Greensboro, N. C.

EASTERN DIVISION SIPMHE INSPECTS PACKING FACILITIES AT U. S. LINES PIERS, HOLDS LUNCHEON MEETING

◆ The first luncheon meeting of the season of the Eastern Division of the Society of Industrial Packaging & Materials Handling Engineers was held on Monday, November 20th, at the Bonat Restaurant at 330 West 31st Street. After lunch the group proceeded to Pier #61, North River, where as guests of the U. S. Lines an inspection was made of the pier and its storage facilities.

Following this, the group went aboard ship to observe cargo handling and stowage. A tour was also made of the "S. S. America."

About 65 members and their guests attended.

PHILADELPHIA CHAPTER, SOCIETY OF INDUSTRIAL PACKAGING & MATERIALS HANDLING ENGINEERS TO BE FORMED

◆ Organizational meeting of the Philadelphia Chapter of the Society of Industrial Packaging and Materials Handling Engineers was held in that city early in December.

20TH NATIONAL PACKAGING EXPOSITION TO BE HELD APRIL 17-20

◆ The American Management Association has announced that it will sponsor its 20th National Packaging Exposition April 17-20 at the Auditorium in Atlantic City. Machines, equipment and services used in packaging, packing and shipping will be on display.

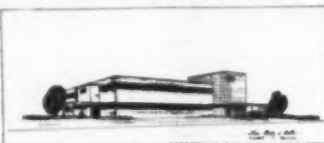
AMA has presented the National Packaging Exposition annually, with the exception of one war year, since 1931. In the first show some 34 exhibitors, occupying approximately 3,000 square feet of floor space, showed products and services to fewer than 2,000 visitors. At the 19th Exposition last year, 240 exhibitors covered almost 75,000 square feet of exhibit space, and attendance exceeded 19,000.

The week of April 16 has been designated as "Packaging Week." Events scheduled include not only the Exposition, but the AMA Packaging Conference, which will be held in conjunction with the show. In addition, a number of industry groups are planning special meetings during the Exposition days.

Arrangements for the Exposition are under the direction of Clapp & Polak, New York City. Robert D. Handley, advertising manager, Sylvania Division, American Viscose Corporation, is chairman of the Exhibitors' Advisory Committee.

ACME STEEL CONSTRUCTING NEW RIVERDALE BUILDING

◆ Ground has now been broken, and the preliminary construction begun on Acme Steel Company's new \$125,000 building at Perry Avenue and Acme Road, Riverdale, Illinois—just 150 feet outside the gates of their main plant.



Carl J. Sharp, President, announced that the building will serve a welcoming function for the plant. All visitor-centered activities—reception, purchasing, and employment—will now be combined under one roof. This move will eliminate the need for salesmen, customers, new employees and the public to travel across Acme Steel Company's 219-acre grounds to the proper building.

Expected to be completed before January 1, 1951, the new office building will contain over 12,000 square feet of floor space. Red face brick will be used for the two-floor exterior, while the three-story tower section will be finished in limestone blocks. The entire building will be securely reinforced by concrete block backing and steel frames.

PACKAGING ASSOCIATION OF CANADA FORMED; STEERING COMMITTEE NAMED

◆ The Packaging Association of Canada was established on Nov. 1 following an organization meeting in Toronto's King Edward Hotel. The meeting was attended by 250 top management leaders from a wide cross-section of Canadian business, both users of packagings, and suppliers in Canada's \$500 million packaging industry. The report of the Steering committee which has guided the movement to formation of the Canadian organization for the past 18 months was delivered by the committee's chairman, M. H. McArthur, general sales manager, The Hinde & Dauch Paper Co. of Canada Ltd., Toronto.

Sections of the Committee report on aims and objects, program, membership, executive nominations were delivered by F. C. Hayes, president, Container Statistics Ltd., Toronto; C. W. Stephens, sales manager, Dominion Paper Box Co., Toronto, and C. R. Cornell, editor, Canadian Packaging, Toronto. Endorsement of the committee's report which recommended organization of the packaging body for Canada was unanimous at the meeting.

MACK RAPP, V-P DETECTO SCALES, TO TOUR WEST COAST AND CANADA

◆ Detecto Scales, Inc., has announced that Mack Rapp, Vice President in charge of sales of the Industrial Division, is on an extended tour of the West Coast and Canada to meet with Detecto-Gram salesmen and representatives.

While on the West Coast, Mr. Rapp will also attend several meetings of the scales, weights and measures, and other type organizations. Detecto Scales also announced that Mr. Rapp will make this trip a general sales promotion tour and will be available for discussion on the varied problems in the industrial scale field.

GAIR OLD TIMERS ASSOCIATION HOLDS 18TH ANNUAL BANQUET

◆ The eighteenth annual banquet of the Gair Old Timers Association was held on October 28 at the Hotel New Yorker with over sixty-five members attending. The purpose of the Gair Old Timers Association is to promote fellowship among present and former employees of Robert Gair Company, Inc., New York, manufacturers of folding cartons, paperboard and shipping containers, who have been with the company a number of years.

J. F. BECKMAN TO HEAD SIGNODE NEW ORLEANS DISTRICT OFFICE

◆ J. F. Beckman, 25-year veteran of Signode Steel Strapping Company sales staff, has been promoted to District Manager of Signode's New Orleans District. This district comprises the states of Louisiana, Texas, Arkansas, Mississippi and parts of Alabama, Florida and Tennessee. The appointment was made recently by M. C. Carlson, General Sales Manager, at Signode's general offices in Chicago.

Mr. Beckman began his selling career with Signode in Philadelphia in 1925. In 1932, Beckman was assigned to a territory in northeastern United States, with headquarters in Portland, Maine. When the Los Angeles District was established in 1943, he was sent there as District Manager, the position he held until his recent promotion.

MILTON MONTGOMERY APPOINTED TRAFFIC HEAD FOR FLYING TIGER LINES

◆ Milton G. Montgomery, widely known Los Angeles traffic manager, has been appointed Director of Traffic for The Flying Tiger Line.

Montgomery will be in charge of freight stations and ground operations of the carrier, succeeding Albert J. Jansen, who returns to his duties as Assistant to the

(Continued on Page 29)

NEW PRODUCTS & LITERATURE



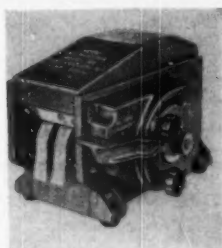
WIRE STITCHING CATALOGUE

A new catalogue folder, which spells "savings" to all who ship with corrugated cartons, is now being offered by Bostitch.

This informative new folder (Ptg. 229B) describes and illustrates Bostitch wire stitching and stapling machines now available which will do a better and faster job of box bottoming for all shippers—from the smallest to the largest.

MEASURING DISPENSER

The Grip-A-Tab illustrated, may be set to dispense any desired length of tape up to 2 inches wide. It will readily cut all of the toughest heavy duty tapes such as cloth, filament, glass fibre, reinforced, and plastic. For fast production



application a foot treadle or air cylinder is easily attached. Several rolls of tape, depending on width, may be loaded and dispensed in uniform strips, simultaneously. Additional, detailed information and catalog may be had by writing to Derby Sealers, Inc.

UNIT-LOAD BAND DISPENSER

Stationary and portable models of a new dispenser for Unit-Load Band are now being marketed by Acme Steel Company.

Both models hold and cut to length one or two coils of Unit-Load Band, used to reinforce shipping containers, and brace carload shipments. Dispenser speed up applications of cut-to-length strapping.

Bands are cut in a single, low-effort downstroke of the 30 inch hand lever. Problem of over-running band is minimized by V-belt controlled feed. Efficient shear mechanism features tool steel blades, easily accessible for service or replacement.

Any two coil combination of 3/4 inch, 1 1/4-inch or 2 inch band in all thicknesses can be handled by the dispenser. Outer bars adjust to band width, while center separator bar and slide plates are stationary. Optional pair of separators to accommodate 1 1/2 inch band are obtainable at an extra charge.

ADJUSTABLE CONVEYOR

Adjustoveyor is really two conveyors in one—a standard length unit and an extreme length unit. Then, there are ten different positions which this basic unit can assume, all suited to a different application. Unlike some other conveyors, Adjustoveyor will fit into your picture as your plant expands—there's no need to be constantly replacing conveyor equipment.



Complete mobility makes it easy to shift Adjustoveyor to any place inside or outside your plant. All types of package handling are easily handled, plus any kind of material that can be placed upon a moving belt. It is suited for both low and high operations, for elevating between floors, and for neatly stacking in piles.

With its extending feature, Adjustoveyor can be extended the full length of a trailer body and then withdrawn if necessary, thus eliminating the need of carrying any packages or loads to it. This unit is always at the right position and length for most efficient handling, saving much in labor time. By means of the withdrawing boom, the conveyor can go over aisles and yet permit passage of other equipment, as the boom is controlled by separate power. This gives rapid opening and closing without interfering with material being carried on the Adjustoveyor.

PALLET LOAD-LIFT

An outstanding pallet load-lift designed and built on a radically new principle is being offered by the Market Forge Company.

It is claimed to be the only aluminum alloy pallet lift truck available and features special wheels that automatically retract when the forks are in a lowered position.

The truck, supported on two front wheels and two auxiliary wheels on a very short wheel base, turns around "on a

Literature and prices of products mentioned can be obtained if you drop a post card to Richard Gertner, News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

dime." It cannot be cornered and will lift wherever a man can stand.

The rear wheels are 1' above the floor and thereby enter and leave the pallet without interference or damage to the bottom boards. This eliminates the necessity of bevelling bottom boards or exerting extra effort in inserting or removing forks. Operating the lifting handle automatically brings rear load wheels down to the floor and raises auxiliary wheels.

The rear wheels are closely centered and tandem articulated and easily cross over floor obstructions, elevator inequalities, etc.

AUTOMATIC NAILER

Holt Manufacturing Company, has announced a new Magnetic Feed, Hand-Driven Automatic Nailer designed for faster, more accurate nailing. With the Holt Automatic Nailer's magnetic feed, feeder jamming is eliminated.



Flat head, common nails or brads loaded in the hopper are quickly and automatically delivered in perfect alignment, so that every mallet blow drives a nail.

It is equally efficient for aircraft, lattice, and canvas work, and for frame making, box making and shipbuilding.

Like all famous Holt Floor Machines, the new Holt Automatic Nailer is built for heavy duty wear, with all working parts enclosed. Simple adjustments switch from flush to set nailing, and from common nails to floor brads.

The Nailer comes complete with bushing accessories for brads and nails, replaceable head mallet and handy carrying box.

PACKING LIST PROTECTORS

Packing list protection is arousing increased interest among shippers because of expanding shipments to armed forces overseas and for other export. Unprotected packing lists, fastened on the outside of crate or packing case, invite theft, say insurance companies, and are subject to loss or defacement. Two packing lists are required for armed force overseas consignments, according to Armed Services Specifications; one inside

(Continued on Page 20)

LCL-LTL Shippers Association

(Continued from Page 14)

the same areas, another electrical equipment, another machine parts and so on. Shipments are planned so that enough individual shipments are available for full car or truck loads to each central distribution area.

On the days designated by the group of individual shippers, Minne-Paul arranges to have the needed freight car or truck capacity ready for loading, and at a nominal charge picks up the individual shipments for members who do not have their own delivery service. Out of this small handling charge comes all of Minne-Paul's operating expenses, with any left-over profit usable for the association's expansion.

Top Speed Transportation

Individual shipments are weighed, loaded onto the car or truck and moved out. And each shipper can relax with the satisfaction of knowing his merchandise will reach its terminal destination at top speed, since further shuttling or re-handling is eliminated. Best of all, however, is the fact that Minne-Paul, acting as shipper, has gained for each individual shipper whose goods were in the car, the same low freight rate which previously was available only to those individual shippers who sent out full carloads themselves.

Warehousing arrangements have been made at key centers throughout the nation, where the pooled shipments can be unloaded and distributed to consignees

by local cartage, although at certain major terminals Minne-Paul has working agreements with haulers which result in additional savings on goods distribution within a 50-mile radius. In every instance the savings of shipping costs remains "at home," with the shipper.

Haulers Unopposed

What do haulers themselves think of the lowered costs Minne-Paul has effected? In most instances there is no opposition, and some haulers agree that the plan helps them. Because shipments are arranged by Minne-Paul, they have fewer problems to deal with, and because the goods go directly to key centers as full loads, the haulers are able to move more freight in less time and with a minimum of routing and re-routing. No one denies the advantages the association has gained for its members.

Members themselves agree with John R. Steen, Minne-Paul's managing director, when he points out that small shippers in the area can now "transport their merchandise anywhere in the nation at rates which enable them to expand their sales on an active competitive basis with major shippers." Steen, young, active and an ex-traffic manager for one of the Twin Cities' foremost transportation companies, foresees the adoption of Minne-Paul's plan by other cities as well as by growing numbers of independent shipping groups. "We have shown," he says, "that on the average

(Continued on Page 22)

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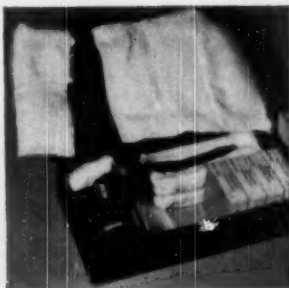
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Kimpak surface protection
of General Electric
Diesel locomotive



Fluoretor, a product of Menlo
Research Laboratories,
Menlo Park, California.

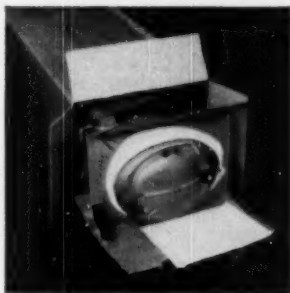
From delicate instruments to giant Diesel locomotives— maximum protection at lowest true cost!

In the world's largest shipping package a 231-ton Diesel-electric locomotive is assured of the finest surface protection. It's protected for a damage-free trip overseas by soft, strong, shock-absorbent KIMPAK® creped wadding. And KIMPAK affords equal shipping protection to instruments, furniture, flowers, food and even precious liquids in delicate glass vials. For KIMPAK is designed to defend your product against all kinds of shipping hazards—from vibration, shock, pressure marking, rubbing, scratching.

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Methods of Interior Packaging: Surface Protection, Blocking and Bracing, Flotation, and Absorbent Packaging. So easy to apply, it saves literally hours in the shipping room. So clean, soft and non-abrasive, it serves to "dress up" a package as well as to reduce damage in transit.

Try KIMPAK soon. You'll find it not only cuts your shipping costs, but provides "float packaging"—the world's most effective shipping protection. See your nearest KIMPAK distributor listed in the classified telephone directory under "Packing Materials" or "Packing Materials—Shipping"; or write to Kimberly-Clark Corporation, Neenah, Wis.



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CREPED WADDING

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MEN—METHODS—MATERIALS

News

(Continued from Page 16)

President. Jansen, former KLM and Seaboard & Western executive, joined the Tigers several months ago.

BROKERS AND FORWARDERS ASSOC. ISSUES FREE LIST OF FORWARDERS

◆ Setting a precedent, the Customs Brokers and Forwarders Association of America, Inc. has issued the first list of independent foreign freight forwarders who have registered with the Federal Maritime Board under General Order No. 72.

Martin A. Kerner, president, pointed out that under General Order No. 72, the definition of a freight forwarder is all-inclusive, lumping together the independent freight forwarders, common carriers, manufacturers, exporters, export traders, manufacturer's agent, resident buyers, commission merchants, and all others who, for a consideration, perform freight forwarding services. Despite an opinion issued by FMB's Chief Counsel, Kerner said that "there is still much doubt as to proper interpretation."

The CBFAA list confines itself to registered foreign freight forwarders, and comprises approximately 1100 firm names and individuals, addresses, and registration numbers. All of the United States is covered in this compilation.

This list, which is of particular value to steamship operators and exporters, is available without charge upon written request sent to the Customs Brokers & Forwarders Association of America, Inc.

SALES FORCE OF HUDSON PULP & PAPER GIVEN 2 WEEK TRAINING

◆ The present seller's market may have lulled some manufacturers into complacency about the merchandising of their products according to Hudson Pulp & Paper Corporation, but, anticipating the day when a normal market has returned, the company is now actively promoting a program of sales aids to the paper merchant.

As first step in this program, Hudson recently called the national sales force together for a two-week training period in New York City. Most time was devoted to the problems of paper merchants—with lectures and group discussions on how the company and its salesmen can best help solve them.

Early in the conference, S. W. Franklin, Director of Merchandising, outlined Hudson's philosophy of merchant assistance. He emphasized that the merchant is a channel of distribution not a "bottleneck" as some people think. "It is important to provide merchants with every possible aid to assist them in increasing the flow of merchandise from the warehouse to the ultimate user," said Mr. Franklin.

Many of the topics for discussion were far afield from the usual salesmanship lectures. Subjects such as traffic, credits, warehousing, and the like were included to throw light on all merchant problems

and to enable Hudson salesmen to provide more intelligent service.

ADDRESSOGRAPH-MULTIGRAPH APPOINTS WARD AND CASSON AS DIRECTORS

◆ J. B. Ward, Vice President and General Manager, and W. H. Casson, Vice President in Charge of Manufacturing, were today announced as Directors of Addressograph-Multigraph Corporation, manufacturers and international distributors of production machines for business records by the corporation's President, G. C. Brainard, following the annual shareholders' meeting.



W. H. CASSON

These appointments bring to A-M's Board of Directors additional distribution, administration and manufacturing experience, since both men have had outstanding careers with this company in those fields.

Mr. Ward has been with the company 38 years. In 1944 he was called to the home office as Vice President in Charge of Addressograph-Multigraph domestic distribution, the position he held until his appointment to the general managership in June of this year.

Mr. Casson came to Addressograph-Multigraph in 1928 as production manager of the Addressograph plant in Chicago. In 1935 he was made A-M plant superintendent. He was then elevated to General Superintendent in 1936, and in 1942 was appointed Works Manager, the title he has held until his election to the Vice-Presidency in 1946. Mr. Casson is responsible for all manufacturing operations of Addressograph-Multigraph, including those in Canada, England, France and Germany.

CHARLES G. WOOD, NEW PRESIDENT THE WATERPROOF PAPER MANUFACTURERS ASSOCIATION CHADWICK DESIGNATED VICE-PRESIDENT DEITSCH RE-APPOINTED ADMINISTRATIVE OFFICER

◆ At the Annual Meeting of The Waterproof Paper Manufacturers Association held at the Blackstone Hotel, last month Charles G. Wood, President of Simplex Paper Corporation, Adrian, Michigan, was unanimously chosen President to succeed A. J. Thiel of the Angier Corporation, Framingham, Massachusetts, who had rounded out two years of successful administration to that Association.

George W. Chadwick, of the W. Ralston

(Continued on Page 29)

What's New

(Continued from Page 17)

and one attached to the outside of the container.

Packing list protectors are a safeguard against weather and keep contents confidential for security reasons. As manufactured by Fabricated Products Company, they are made of weather-resistant



asphalt composition board and supplied either dish, as shown in the illustration, or flat, as required by the bulk of the packing list used. They are available plain or die-stamped with the words "Packing List." A wide nailing flange, with nail positions marked, is provided.

PRESSURE TAPE SLITTER

Better Packages new Big Inch #4 Slitter, which automatically measures and slits with each lever stroke, offers many advantages to Industrial users of pressure-sensitive tape.

(1) Operation is Automatic. A stroke of the operating lever feeds one of four lengths, and automatically cuts each strip. It is adjustable to four set lengths—1½", 2¼", 3" or 3¼", by simply changing the location of the operating handle.

(2) It will cut cloth, most paper, cellulose acetate, cellophane, and vinylite electric tapes,—with heavy-duty replaceable razor blade cutter.



(3) Tight adhesion of the strip is assured by specially designed strip delivery. The cut strip is picked-up near the middle preventing perspiration or grease from finger-tips damaging vital end-of-strip adhesion.

Four variations of this machine are available:

(1) The regular Big Inch #4 with enclosed tape basket, to protect the tape

(Continued on Page 29)

★ TRAFFIC REPORTER ★

Mr. Arthur H. Motely, President of Parade Publications, Inc. spoke on "The Freedom To Fail" to The Women's Traffic Club of New York, Inc. at their regular monthly meeting in November, Sheraton Hotel, New York.

The 31st Annual Dinner of The Transportation Club of Decatur (Ill.) was held at the Hotel Orlando during the month of November.

Metropolitan Traffic Association of New York, Inc. has changed the date of its Annual Xmas Luncheon to December 20th. Its Annual Kiddies' Xmas Party was announced for December 16th, Grand Ballroom, Hotel Astor.

Two Pan American Airways films: "Wings Over Cuba and the Caribbean" and "Wings Over Alaska" were seen by The Women's Traffic & Transportation Club (Baltimore, Md.) at the Stafford Hotel, early in November.

Pacific Traffic Association observed "Railroad Night" in the Gold Ball Room of the Palace Hotel in San Francisco, during November.

"Railroad Night" for The Charlotte (N. C.) Traffic and Transportation Club was observed in the middle of November. Mr. Clark Hungerford, former Charlottean and President of the St. Louis-San Francisco Railway Company was Guest Speaker.

Mr. Leland James, President of the American Trucking Association and President of the Consolidated Freightways addressed the Los Angeles Traffic Manager's Conference at its Annual Dinner Meeting, early in December.

A. G. Anderson, general traffic manager of the Socony-Vacuum Oil Company, Inc., was elected president of the National Industrial Traffic League at that organization's annual meeting last month, in San Francisco. The league has a membership of approximately 1,500. It is a voluntary organization of shippers and receivers, the users and buyers of all types of transportation.

Members of the League reviewed and made recommendations on a wide variety of traffic matters important to the shipping and travelling public. These range from the purchase of family tickets from certificated airlines to shipping regulations on the Great Lakes, and development of the St. Lawrence Waterway. All phases of transportation affecting the shipping public came in for attention.

The Los Angeles Traffic Managers' Conference announced its Annual Dinner Meeting, to be held in Rodger Young Auditorium, December 7, 1950. Business Associates and friends are invited.

Packing A Punch

(Continued from Page 7)

forward-buying and increases in production costs, partly the result of inflation.

HERE is an idea that a transportation firm—Navajo Freight Lines, Inc., of Los Angeles—worked out that, in general, could be applied to other types of business. Based on the success of their series of Indian maiden mailing pieces, the company has incorporated this same theme into colorful shipping labels. Actually the Indian figures are attractive models whose photos illustrate the gummed-back labels.

The company developed the special labels to cut down breakage on packages

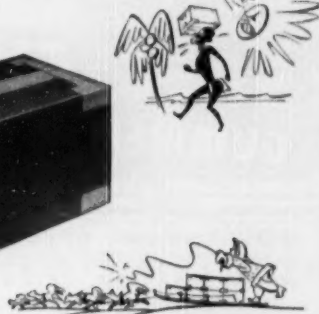
handled by their personnel. Such messages as "Off the Shoulder," "Watch Your Step," and "Well Stacked" are printed and illustrated on the label.

The firm states that the effectiveness of their "handle with care" campaign has paid off with a sharp reduction in damage claims.

Freight cars are in the hands of shippers and receivers of freight for loading and unloading about 50 per cent of the time.

Engineers at The White Motor Company estimate that the original cost of a motor truck represents only 20 per cent of the total cost during the life of the truck. The 80 percent covers operating cost spread over the years the truck is in service.

Only gummed tape gives your goods this added protection



Only gummed sealing tape closes all carton openings completely and tightly. Only gummed sealing tape seals out all dirt and moisture...discourages pilferage...keeps your products in "factory fresh" condition all the way to your customers. No other method of closure combines the advantages of quick, easy, complete sealing...tight at corners, edge seams, and center slot...all at the same time...and at minimum cost.

For better protection use **gummed tape...**
no other closure does so much for so little
and for gummed tape on which you can count for maximum protection specify...

ORANGE CORE
GUMMED SEALING TAPE

the largest selling gummed tape in the world

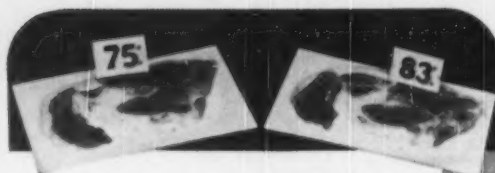
Orange Core is available plain or printed, in a choice of widths, weights, lengths and colors.

HUDSON PULP & PAPER CORPORATION, Dept. O-6
505 Park Ave., New York 22, N. Y.



Send today for comprehensive folder explaining the advantages of Orange Core gummed tape, including sample of this excellent sealing product. Ask for folder titled: "The Mark of a Better Tape!"





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Flavor, tenderness and the amount of waste determines the true worth of a steak. Speed of application, strength of base stock and glue bond, economy in use determine the true value in gummed tape.

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FREE SAMPLES!

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LCL-LTL Shippers Association

(Continued from Page 18)

Minne-Paul association members are saving 30 cents on every dollar formerly spent for shipping. In addition, new areas have been opened up for merchandise sales, since the cost of shipment to those areas, through pooled shipments, is equalized for the small shipper."

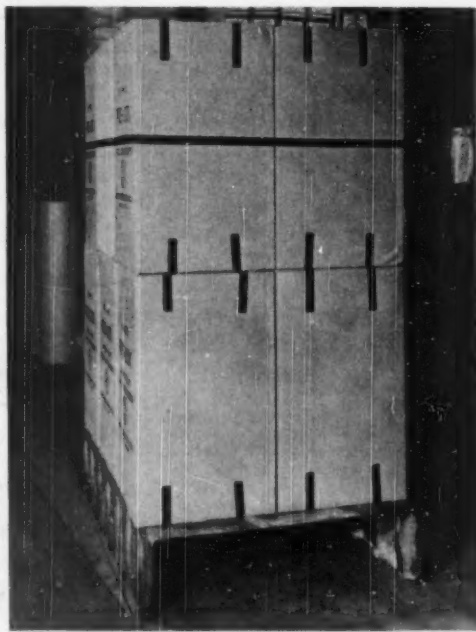
Revitalizes Dead Areas

In some instances areas like the Dakotas, where freight costs for shipping had resulted in practical elimination of sales potential, have again become profitable trade areas, with a marked benefit to both Minnesota manufacturers and Dakota buyers.

Credit for much of this goes to the "rival" cities of Minneapolis and Saint Paul, who more and more are showing their interest in cooperative progress. Minne-Paul is a strong indication of the joint action which outsiders have thought would never take place.

And the Twin Cities' small shippers, heralding both the municipal cooperation and the reduction of their own business costs as a result, are today looking forward with assurance. Minne-Paul has dispelled the bogeyman accompanying their former shipments—shipments which no longer carry the premium tag LCL.

Black Filament Tape Used For Cartons



Use of black filament tape for carton banding and strapping for pallet transportation is shown here. Two strips of tape across the top seal the cartons, and a single band of the tape around the top tier of cartons holds the load of 12 cartons securely.

Photo from Minnesota Mining and Manufacturing Co.



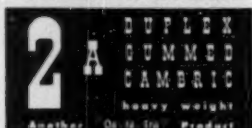
THE FAMILY IN THE SERVICE OF THE CORRUGATED BOX INDUSTRY



← FOR SPEED AND STRENGTH



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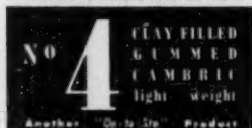
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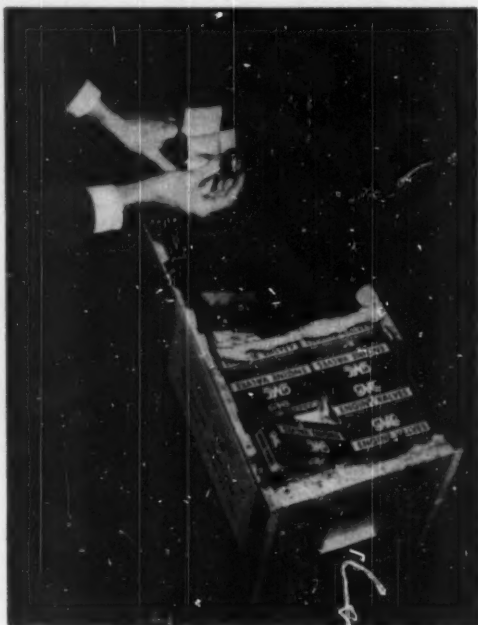
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Export Shipping Package

(Continued from Page 19)

products are superior and meet price competition.

The consignee wants sound merchandise in a saleable condition and unless he gets it, he will soon buy elsewhere. If we lose our foreign buyer, all of us on this panel as well as you shippers and container vendors represented here, will lose a proportional part of our business.



Engine intake valves, packed for export. This box won second prize in the Export Package Division of the recent SIPMHE exposition in Philadelphia. Note heavy-weight corrosion preventative paper, and thick interior wadding.

How can we meet the conditions for the perfect export shipping package? I would like to analyze the problem and then let these gentlemen on the panel tell how their particular industry has to cope with it. In my definition of the perfect export package I said it would have to be strong but light. That may seem contradictory but isn't. I have seen many bulky, ponderous containers that failed in transit and many times in the movement from the interior to the port of loading. Nor only did these containers fail to protect the contents, but they represented a waste of packing materials plus excessive freight charges because of high tare weights. Once the container fails, the contents are exposed to all the preventable losses; breakage, theft, water damage and the like.

The shipping package should be engineered to take advantage of the utmost strengths of the materials with which it is made. For instance the Forest Products

Laboratory tells us a diagonal brace on a face of crate increases its resistance to diagonal compression more than six times and cement coated nails increases the holding power of an eight penny nail by 40%. And yet neither change has increased the packing costs and, therefore, has not violated the third part of my definition—expense.

These fundamental packing principles are known to most of us but what we do not know is what is the balance between packing and handling? What are the transportation hazards that packing must protect against? What kind of handling and stowage can we expect? How does lack of proper packing effect the transportation industry? Is our export packing improving?

These are the questions that I hope we can shed some light on and thus come up with the perfect export shipping package.

A talk delivered at the Packaging and Materials Handling "Short Course" jointly conducted by the Society of Industrial Packaging and Materials Handling Engineers and Community College, Temple University, at Convention Hall, Philadelphia, October 9 through 12, 1950, as a part of the Fifth Annual Industrial Packaging and Materials Handling Exposition.

TM In Military Preparedness

(Continued from Page 10)

facilities are being enlarged, factories closed since the war are being re-opened, and new plants are already in the drawing board stage. The huge production potential created during World War II has been held in reserve ever since. This, plus the increased post-war peace-time production facilities already humming, provides a potential which will see more industrial activity than was ever achieved during the record military peaks of World War II.

What does all this mean in terms of traffic management?

Much. Every traffic department, whether industrial or carrier, will be called upon to play its expert part in routing transportation, exporting merchandise, and every other aspect of shipping and packing. The "know-how" of the traffic manager is going to have to go a long way and every bit of his knowledge will come into use, day and night. Departments are being expanded. As veteran traffic managers take on more important tasks, younger men will have to move up to fill in the gaps. And there are going to be plenty of openings at the bottom for trained, young men capable of giving expert assistance right from the start.

The Traffic Managers Institute, points out that "... Today there are over 4,000,000 trucks rolling the highways. The air lines, heretofore engaging in passenger service, the carrying of the mails and limited express shipments, have now established freight services. This constant growth means a continual demand—creation of more and more jobs—for trained traffic assistants."

The role of the traffic manager has never been fully appreciated by management, and the present crisis provides the opportunity for him to show fully what he can do in terms of expediting and routing, packing and loading, export and import, classification, rates, tracing,

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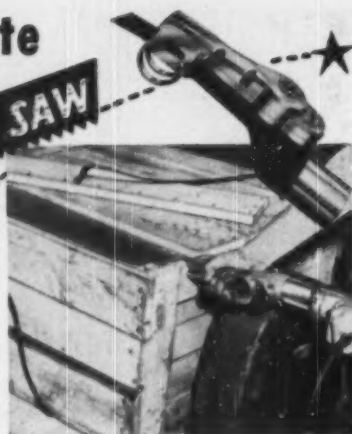
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General Traffic Manager RCA Victor Division, Radio Corporation of America

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loss and damage claims, and all the other numerous problems which are ramifications of the traffic manager's job.

Do you remember the "bottle-neck's" of the last war? The traffic manager, expertly employed, is the year in and year out "bottle-neck breaker" employed by able and efficient management. Properly trained, prepared through years of experience with day-to-day crises in the movement of goods, the traffic manager will be able to show at his best that he is as important an industrial soldier backing up the lines in time of defense, as are the Marines who are so well trained and ready for any war-time emergency.

"Listen, Mr. Traffic Manager"

(Continued from Page 13)

The solution to all of this is as simple as the interference by the secretaries is asinine. At the outset all of the facts pertaining to a particular shipment are known. The secretary or the executive should know what must be sent and on what date the material must arrive for each particular event. Realizing that the Traffic Department should be adept and expert in transportation problems the routing should be left to them. Consequently, all that need appear on the order is a simple notation that, "this material must arrive by such and such a date." As a matter of fact, that is all that should appear on the order. This places the routing and the responsibility strictly up to the Traffic Department to get shipment to destination on time. Furthermore this notation serves as warning to the shipping department as to the exact nature and importance of the shipment involved. It lets them know what is going on and why it is important. More than that, if the delivery date is lenient, it enables the Traffic Department to save money by a cheaper routing than just plain "air."

On the other hand, if the specified delivery date is critically close, this notation enables the Traffic Manager to go into his so-called "Act" and pull strings with his contacts to make certain that delivery is made on time. In other words, rather than have the shipment go out in a routine, impersonal manner, the material will now have specialized care and attention and its safe and timely arrival is practically assured.

The whole thing brings up a point that is too often ignored in industrial organization. It is that a Traffic Manager, in the normal course of his job not only is an expert in transportation but also through years of contacts has what might be likened to an underground organization of his own. This latter point is not generally known outside of traffic circles nor do most Traffic Managers divulge their personal contacts. However, through these contacts the Traffic Manager, like a private detective, often can work miracles of delivery. Some of these contacts are not even strictly "legal" yet the Traffic Manager works under the adage that "the end justifies the means."

Outside of his regular contacts the Traffic Manager finds it to his advantage often to "use" pullman porters, airline stewardesses and the like to "carry a small package" for him and leave it with the Western Union clerk at the designated city. And so through the efforts of "folding paper" a delivery is often accomplished which through normal transportation methods would have been impossible. It is equally amazing how a carton of cigarettes here and a small gift there to various individuals now and then insures the Traffic Manager that his parcel always catches the right plane, is always handled first when a truck is unloaded, is always delivered on time.

These are not run of the mill daily shipments. The Traffic Manager, if possible, stays away from his contacts. But when an emergency shipment comes through which through normal transportation methods cannot possibly meet the delivery time, it is reassuring to know that there is a man in the organization who can pick up the phone, dial a number and say, "Hello Kelly?, this is Dave D... Say, I've got a special job coming through, can you protect it for me... yes, I know, I'll have my boy hand it to you personally... thanks Kelly and don't worry about the other end, I've already called Reardon and he's going to pick it up the minute it arrives and have it delivered for me."

How can even the most efficient secretary attempt to route a shipment when an underground like that is available? The practical, economical and safe slogan should be, "Leave it to Traffic." If delivery then isn't made on time traffic may rightfully be blamed. But for G-'s sake let's not have the Traffic Department continually blamed for the mistakes of an over-ambitious and overly efficient secretary.

Packing Sheet Glass

(Continued from Page 11)

The ends, which are strongly reinforced, are first placed in position on one section of the "mat," after which the latter is wrapped around so that its end cleats snugly fit within the interlocking channels formed for the purpose by the end-boards and the exterior members.

To give still greater security, the ends are nailed into place and a single steel strap is stretched horizontally around the container.

Just before the box is packed, corrugated paper interior packing is placed in position to form compartments according to the size of the sheets of glass to be packed. The box is filled and then is closed simply by folding down the top and engaging and bending the wire loop fasteners.

The strongly reinforced wirebound boxes compare favorably in weight with other types used by the glass company. They weight from only 37 pounds to 50 pounds and carry between 525 to 1,100 pounds of glass.

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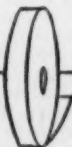
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What's New

(Continued from Page 20)

roll—3" core rolls with an outside diameter of not more than 6½"—widths up to 1".

(2) Open side model for installations where rapid loading and larger diameter rolls up to 8" are required.

(3) Next, the Big Inch #4—4 Strip Slitter which gives two ½" strips or four ¼" strips with each lever stroke.

(4) Also, the 3 Strip Slitter model which gives you three 1/3" wide strips from 1" wide tape.

Better Packages claim tape costs may be reduced 15% to 47% by slitting 1" wide rolls to narrow widths instead of purchasing the higher-priced pre-slit rolls.

News

(Continued on Page 20)

and Company, Inc., Old Bridge, New Jersey, was chosen Vice-President of the Association, succeeding Mr. Wood, who as above noted, had been elevated to the Presidency.

Philip O. Deitsch, who has served the Waterproof Paper Industry as its Administrative Officer since the day of its inception some nine years ago, was again unanimously reappointed Administrative Officer for his ninth consecutive term.

The Board of Directors elected at the same meeting, in addition to the President and Vice-President above noted, were as follows:

Mr. H. A. Anderson, The Sisalkraft Co.
Mr. S. A. Feely, Keystone Roofing Manufacturing Co.

Mr. S. E. Griffiths, Jr., National Waterproof Papers Inc.

Mr. J. D. Johnston, Union Bag and Paper Corporation.

Mr. G. E. McCoslin, Thilmany Pulp and Paper Co.

Mr. A. J. Thiel, Angier Corporation.

Mr. L. R. Watson, Tuttle Press Co.

Mr. David E. Ryan, Edgewater Paper Co.

Mr. Fred Shepherd, The Ruberoid Co.

3N's COMPANY TO CONSTRUCT LARGE WAREHOUSE IN OHIO

◆ The Minnesota Minging & Manufacturing Co. has announced plans for the construction of a \$250,000 branch warehouse and office building in Cleveland, Ohio.

It will be located on Elmwood Ave. near West 117th St.

The one-story, steel and masonry structure will contain 30,000 square feet of floor space, with outside dimensions 150 by 200 feet, according to C. P. Pesek, the firm's vice president in charge of engineering.

The building will be served by rail trackage and will have complete truck loading facilities, Pesek said. It is scheduled for completion about Jan. 1.

2ND QUARTER INCREASE IN TRUCK TONNAGE FOR 6TH YEAR

◆ The volume of intercity tonnage transported by Class I intercity motor carriers of property climbed 24.5 per cent in the second quarter of 1950 above the volume hauled in the second quarter of 1949, to establish an all-time second quarter record, according to statistics compiled by the Department of Research of the American Trucking Associations, Inc.

This marked the sixth successive year that a second quarter gain has been made over the second quarter of the preceding year. The total volume transported in the second quarter of 1949 increased 3.4 per cent over the second quarter of 1948.

The record second quarter tonnage volume followed the establishment of an all-time high for the first quarter this year, when the statistics showed a 19.1 per cent volume increase.

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Handling 100,000 Items

(Continued from Page 15)

feet—and high stacking, almost all the air space under the 18 foot ceilings is used profitably.

In the 624 by 816 foot building, Sears has confined its warehouse operation to the first floor, the only Sears mail order center simplified in this manner. Offices are concentrated on the second floor.

About 60 per cent of incoming merchandise arrives by rail, and is unloaded at the 11,000 square foot railroad dock by fork trucks. The rest, coming in by highway van, is unloaded at the six truck docks, which occupy nearly 13,000 square feet. None arrives on pallets.

Merchandise, palletized inside cars, is removed by driver-led electric industrial trucks and placed on the dock. From that point a fork truck takes over, carrying the pallet load to the assigned area and stacking it. Tiering height varies from 12 to 16 feet according to the nature of the goods.

Heaviest stackable items are placed just inside the warehouse, near the loading dock. Unpalletized merchandise, such as clothing, is put on trailers before leaving the incoming car. From there it goes to the front end of the warehouse, farthest point from the railroad dock, by a trailer train. Sears uses four driver-ridden tractors and two operator-led transtractors. The riding type units handle long trips from the dock to the front of the plant.

Special Storage Problems

Among the 100,000 varieties handled are many that pose special storage problems. A good example is the handling of broadloom rugs, for which Sears uses a special fork truck with lift of 150 inches. Rugs are taken from the car by a truck, rerolled on mandrels, and placed in the rack by the fork truck. Several spindles can be handled simultaneously.

Even such items as furnaces are handled on pallets, a system Sears developed after two years of experimentation. Hot water heaters are high-tiered, and techniques have been developed to handle some unpalletized items mechanically.

The trucks also are used outdoors, on a concrete apron, for yard storage of wire, which is palletized inside the car. The fork truck approaches the car from the far side, across the tracks from the loading platform, takes the wire to the outdoor storage area, and stacks it.

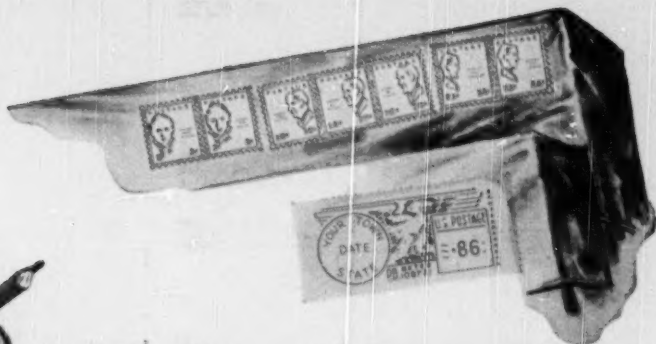
Merchandise does not go out palletized because most shipments are by mail. Approximately 15 highway trucks a day are dispatched to retail stores, with outgoing goods loaded by fork trucks.

Sears cannot contrast handling costs specifically with non-mechanized techniques, because the center has always used the same methods. Without mechanical means, Sears knows the job of transporting and stacking so great a number of items could not be done.

Even an army of men would not make feasible a manual operation suitable to the needs of the widespread area the warehouse must serve.



Hand and electric models . . .
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- And instead of picking, moistening and sticking a lot of stamps, I set the meter to print one.
- Instead of keeping a postage account—the meter does it . . . has registers that show postage used, and on hand, in dollars and cents.
- Instead of galloping over to the PO every couple days for a few dollars in stamps, with a meter I buy enough postage at a time to last a month. And postage in the meter can't be borrowed or damaged.
- The same meter handles any kind of mail . . . seals the envelope flap as the stamp is printed.
- A shipping clerk who struggles along without a postage meter these days . . . just ain't smart. Check the nearest PB office, or send the coupon below.



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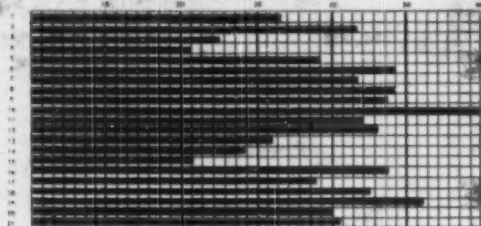




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ADHESIVE STRENGTH TEST SCORE



National Bureau of Standards tests prove that 21 different gummed tapes vary almost 300% in adhesive strength — practically no two tapes alike!

Only Counterboy Moistening Control can adapt the moistening to meet all tape-sealing conditions: quantity and quality of glue — operating speeds — water temperature and hardness — humidity — age of tape — short or long tape lengths — type of box surface, etc. That's why only C.M.C., patented Better Packages feature, gives you all the sticking quality the gummer puts into your tape!

what goes on under your tape?

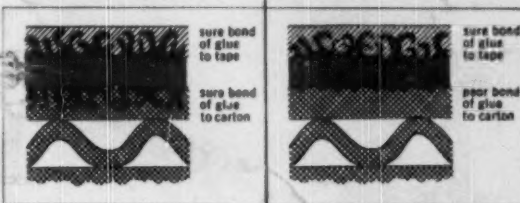
COUNTERBOY 120



COUNTERBOY 500



Leading shipping-room models equipped with patented Counterboy Moistening Control



TIGHT PERMANENT SEAL with C.M.C. — quickly adjustable to condition all the glue and assure deep penetration — whatever the glue formula.

SUPERFICIAL, DANGEROUS SEAL — common result of ordinary moistening that leaves a layer of dry, unused glue to cause tape failure hours afterward.

Better Packages, INC.

SHELTON CONNECTICUT

COUNTERBOY MOISTENING CONTROL DELIVERS ALL THE STICKING QUALITY THAT'S IN THE GLUE